

Message Text

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E.O. 11652: N/A
TAGS: BEXP, KU
SUBJECT: DEC. '78 ELECTRICAL ENERGY SPECIALIZED TRADE MISSION

REF: (A) STATE 51774, (B) USDOC 24287.

1. A. KUWAIT 2 WORKING DAYS.

B. KUWAIT LIKE BAHRAIN IS EXPANDING ITS POWER GENERATING AND DISTRIBUTION NETWORK IN THE FACE OF BURGEONING DEMAND. DISTRIBUTION EQUIPMENT, (I.E. CABLES, SWITCHGEAR, TRANSFORMERS) ELECTRICAL FIXTURES AND OTHER ENERGY CONSERVING ELECTRICAL APPLICATIONS ARE KEY AREAS OF INTEREST TO THE MINISTRY OF ELECTRICITY AND WATER (MEW). LOCAL MERCHANTS ARE INTERESTED IN PORTABLE GENERATORS, HOME/OFFICE LIGHTING, AND ELECTRICAL APPLIANCES.

C. RELIABLE DETAILED STATISTICS BY CATEGORY ARE IMPOSSIBLE TO OBTAIN. HOWEVER, THE FOLLOWING INFORMATION PROVIDES SOME DETAILS ON U.S. ELECTRICAL PRODUCTS SOLD TO KUWAIT IN 1977.

(1) ELECTRICAL POWER MACHINERY AND PARTS. TOTAL IMPORT VALUE N/A; U.S. SHARE \$489,244.

(2) ELECTRICAL APPARATUS FOR ELECTRICAL CIRCUITS. TOTAL IMPORT VALUE N/A; U.S. SHARE \$814,250.

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(3) ELECTRICAL HOUSEHOLD EQUIPMENT AND APPLIANCES/PARTS. TOTAL IMPORT VALUE N/A; U.S. SHARE \$138,544.

(4) ELECTRICAL MEASURING AND CONTROLLING APPARATUS. TOTAL IMPORT VALUE N/A; U.S. SHARE \$267,411.

(5) TOTAL VALUE OF ALL IMPORTED ELECTRICAL MACHINERY AND APPLIANCES IN 1976 (LAST YEAR AVAILABLE) WAS APPROXIMATELY \$442 MILLION.

(6) THIS CATEGORIZATION COVERS A BROAD RANGE OF ELECTRICAL ENERGY GOODS.

D. IMPORT DUTIES. 4 PERCENT AD VALOREM ON CIF VALUE.
PRICING FACTORS: LOCAL AGENTS REQUIRED FOR ALL SALES IN PUBLIC AND PRIVATE SECTORS. NO CURRENCY RESTRICTIONS.

E. MAJOR FOREIGN COMPETITION IN ORDER OF IMPORTANCE.
JAPAN, WEST GERMANY, U.K., FRANCE, ITALY - ALL MAJOR PRODUCERS.

F. NONE.

G. 1500 MW POWER PLANT COSTING 1.1 BILLION DOLLARS IS OUT TO TENDER NOW, AND PROBABLY WILL BE AWARDED BY DEC. 1978. SMALLER TENDERS INVOLVING ELECTRICAL DISTRIBUTION COME OUT PERIODICALLY.

H. NONE.

I. BECHTEL; MCDERMOTT

2. COMPANIES PLANNING STOPOVER IN KUWAIT SHOULD OBTAIN VISAS THROUGH KUWAIT EMBASSY IN WASHINGTON PRIOR TO ARRIVAL TO FACILITATE ENTRY. EMBASSY CANNOT SPONSOR VISAS FOR TM MEMBERS.
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3. SINGLE ROOM AT HILTON OR SHERATON, ONLY TWO FIRST CLASS HOTELS IN TOWN, RUN APPROXIMATELY \$85.00 A NIGHT, EXCLUSIVE OF SERVICE CHARGES. ENGLISH IS WIDELY UNDERSTOOD AND SPOKEN BY BUSINESS COMMUNITY.

4. BROCHURES MAY BE IN ENGLISH, BUT WE MUST REPEAT MUST HAVE NAMES OF MEMBERS STOPPING OVER, AND COMPANY LITERATURE MINIMUM 8 WEEKS BEFORE ARRIVAL OF MEMBERS.

5. ROOM RESERVAIONS ARE EXTREMELY TIGHT. CONFIRMED RESERVATIONS IN ADVANCE ARE ONLY WAY OF GETTING A ROOM.

6. COMMENT: AS STOPOVER POINT FOR SOME MISSION MEMBERS, WE SEE NO NEED TO SCHEDULE GROUP MEETING AND PROVIDE FOR BIC, SECRETARIES, TRANSLATORS AND A RECEPTION. WE WILL PROVIDE WALK-IN SERVICE FOR BUSINESS APPOINTMENTS AS NECESSARY.
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